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# NORTHERN GROWN EVERGREENS

Cupsuptic Nursery

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FOR HARDINESS

**BROWN**  
Company



FOUNDED 1852

Portland, Maine



# **HARDY NORTHERN EVERGREENS**

*For*  
**WINDBREAK  
FOREST  
WATERSHED  
NURSERY**

*and*  
**ORNAMENTAL  
PLANTING**



CUPSUPTIC NURSERY

Oquossoc, Maine



# Why Evergreens are Valuable

**H**OME owners are becoming increasingly aware of the gain in resale value which comes from well-planted grounds. The popularity of evergreens for ornament is growing, due to the fact that their beauty lasts the entire year: The trees seem even more beautiful in the winter months when the rest of the landscape appears bare and drab, they alone verdant. Then in the spring beautiful new growth appears in delicate shades of green, blue or white.

## Foundation Plantings

**F**OUNDATION plantings are usually made in groups, with taller trees at either side of the doorway, shorter ones spaced between, and more of the taller trees at the corners. A low spreading house should have the planting come only to the corner of the building. This has a tendency to make the house appear larger and taller.

If the house is tall and narrow, extend the planting beyond each corner, using a taller tree there, to give the house a wider appearance. Pine, spruce, or arborvitae



may all be used for the taller accents, while mugho pine and juniper are recommended beneath windows, because they do not grow rapidly and may be left in the same place for years.

## Why Northern Stock Pays

**T**REES that withstand hard northern winters here at Cupsuptic should live through an exceptionally cold spell which might occur in any other locality. Note also that northern trees are adaptable to warmer climates. Therefore—think of Cupsuptic when you think of Evergreens.







FORMAL CLIPPED HEDGE OF AMERICAN ARBORVITAE

## HEDGES

### ARBORVITAE (White Cedar)





This is considered the best hedge possible for most purposes. Dense, soft, feathery, and shears well.

### WHITE SPRUCE AND NORWAY SPRUCE

Excellent for a rugged hedge. Hold their color throughout the year and is cleaner and more massive if sheared occasionally. Plant 1 to 3 feet apart.

### PRUNING

The secret of good lower foliage is to trim the hedge so that the lower branches

receive their full amount of sun. Thus, ball or  shapes should be avoided, and the following used:   

A light trimming may be given at once after planting, to remove straggling branches from the hedge line, but discretion must be used. The finished dense wall should only be expected after the second to fourth year's trimming: Once a year is advised, each spring before the new growth starts. The latter part of April is suggested subject to local conditions.

An extra thick hedge could be made with a double row as shown under windbreaks. Hedges look best four feet from walks.







## BORDERS

*THE sides of a garden or expanse of lawn should be improved by borders. There are two different kinds, formal and informal.*

### FORMAL BORDERS

Might enclose a rose garden by one or more rows of trees forming a set design, such as a row of shrubs of even or recurring kind or height backed by a row of taller evergreens, with perhaps tall cypress, cedar or poplar behind them or at corners.

### INFORMAL BORDERS

More generally used, perhaps because

more interesting is the irregular yet planned form shown below. This utilizes a tall growing back-screen with a lower inner border of several different colors of conifers that change further with the winter season.

Borders give privacy and shut out drab views: Fine views may be left, though, by trimming the trees once a year.





## ENTRANCE GROUPS

**B**EAUTY and dignity are given any doorway by such a planting as this, carried out with taller trees at the corners fronted by low arbovitae, mugho pine or juniper. The same need at the corners of walks and drives is filled by similar plantings.



## OUTDOOR LIVING ROOMS

**A**FAD that promises to endure forever is this one of an out door living room.

By it the house lines are extended out onto a terrace or lawn, and the borders planted

in keeping with the house architecture such as formal or informal. Evergreens form a natural background that brings out by contrasts the full colors of flowers.

Trees chosen are fast growing for privacy, slower growing for views beyond. This extension to the living parts of the house will be most used where the grade or a terrace is on the same level as the doors.



SEA PAVILION WITH FORMAL BORDER

## WIND SCREENS AND SNOW FENCES

### WIND SCREENS

**P**LANT fast-growing trees that will grow down close to the ground, such as spruce, Scotch or Jack pine, and as large a size as is economical for immediate effect, such as

two to five feet. 100 trees would cover 150 feet if planted according to the following plan:

X	X	X	X	X	X	X
	X	X	X	X	X	X

with trees 3 feet apart, rows 4 feet apart.





WIND SCREEN OF PINES AT THE SEA

## SNOW FENCES

PLANT trees from 1 to 5 feet in height. Trees 12" to 18" can be handled with a smaller percentage of loss than a larger size and not having to be balled and burlapped

can be packed and shipped cheaper, but if immediate effect is desired a tree up to 4 or 5 feet tall may be used. (Write for special prices on forest grown stock of Scotch Pine and White Spruce.)

Planting is the same as for wind screens.

*A snow screen in actual use, stopping drifts before they could block the highway. Equally effective uses would be found in giving more comfort to farms, farmyards or residences.*







FOREST PLANTING

## A GUIDE TO FOREST PLANTING

### SIZE OF TREES

WE recommend either three or four year old transplants as best adapted to reforestation purposes. Transplants are trees that have been grown in seedbeds for two or more years and then transplanted. In the transplant beds, these trees are spaced and carefully weeded. They have more fertilizer available, and the roots have an ideal place in which to develop, as the soil is kept loose by cultivation.

Three year old transplants generally average from 3" to 5" in height, while four year old transplants generally average from 5" to 10". Except in the most ideal locations, four year old transplants are preferred because—

1. The trees are larger, roots are better developed and the trees better proportioned as to roots and tops.
2. The extra years of growth in the transplant beds often amounts to more than the first three years growth after the tree has been planted in the forest. Thus, valuable time is saved in raising the forest crop.
3. The stronger tree is better enabled to combat weeds, hardwood bushes and other impediments in its struggle for existence.

### HOW TO PLANT

STANDARD planting distance is usually six feet each way. Theoretically, 1200 trees

would be used per acre, but due to rocks, stumps and trees already on the ground, not more than 1000 trees are used per acre.

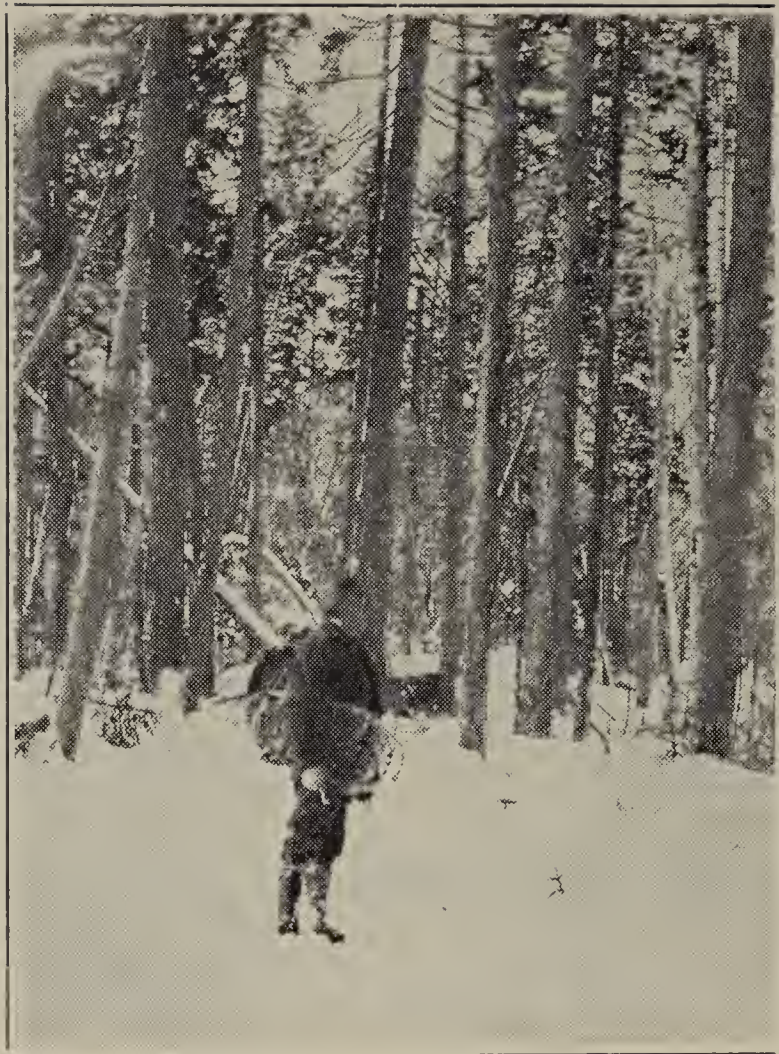
Since trees are usually allowed to shift for themselves after they are in the ground, they should be given a good start by careful planting.

Two men comprise a crew. A grub hoe, spade or mattock is used for making the holes in which the trees are set. One man using the grub hoe takes the duff, or sod, off a space about 12" square. Then driving his hoe to the hilt in the center of this space he makes a hole for the insertion of the tree.

Spacing between trees is determined by the man with the grub hoe, who paces out the correct distance. Stakes are used on each side of the lot to insure the rows being kept straight.

The second man follows the first. He carries a pail which holds the trees with their roots immersed in about three inches of muddy water. He places a tree in the hole made by the first man and firmly stamps the soil around the tree, so that the roots are in close contact with the soil and the tree firmly held. Care should be used in planting trees at the same depth they stood in the nursery, as shown by a soil mark on most trees. Also keep the roots well spread out and not doubled back so they will come close to the surface.





## **THE MAN WHO WORKS A PIECE OF WOOD**

**T**HE man who has a piece of woodland where during the winter months he cuts his firewood and fencing and a few logs for the repair of buildings and implements, and during certain years when prices are high cuts some logs for the neighboring sawmill, but at the same time looks after the piece of woods, clears it of dead timber and other rubbish, thus keeping out fire and insects, and otherwise makes an effort to keep the land covered with forest—such a man practices forestry. His forest may be small

or large, his ways of doing may be simple and imperfect, the trees may not be the best kind for the particular locality and soil, they may not be as thrifty as they should and could be; but nevertheless here is a man who does not merely destroy the woods nor content himself with cutting down whatever he can sell, but one who cares for the woods as well as uses them, one who sows as well as harvests. He is a forester, and his work in the woods is forestry.

*“Extension Forester”*

## **A GUIDE TO CHRISTMAS TREE PLANTING**

### **SIZE OF TREES**

FOUR year old transplants are most generally used for Christmas Tree Planting. This size tree requires less weeding and is as easily set out in a plowed furrow as the smaller trees.

### **CORRECT SPACING**

TREES for Christmas Tree Planting are usually spaced four by four feet to enable cultivation, 2,700 trees being planted to the acre.



HOW TO PLANT

IN planting Christmas Trees, the extra effort of preparing the ground as for any field crop will pay. Then the field is furrowed out in each direction with a one-horse shovel plow. Furrows are spaced about four feet apart. This allows for cross cultivation with a horse for the first two years and hence cuts hand weeding to a minimum. Trees are planted by two men; one man carrying the trees in a pail and placing them in an upright position at the intersection of the furrows, while the second man, using a garden hoe, places the dirt around the roots of the tree, firmly stamping it down with his feet. Care should also be taken not to plant deeper than the earth line on tree. Two men should plant better than an acre a day, or 2,700 trees, after the ground is furrowed.

CHRISTMAS TREE PLANTING AS A FUTURE CROP

MANY farmers are finding it worth their while to plant Christmas Trees as a future crop. The general practice is to plant trees 4 years old and to cut them after 5 to 8 years. The following figures were used by the Michigan State College in their March 1931 Bulletin 145 (Revised) entitled "Christmas Tree Plantations." They are cited for what they may be worth, but are not guaranteed.

A planting of Balsam Fir, spaced four by four feet, 2,720 trees per acre:

Costs per Acre:

2,720 trees, Balsam Fir 4 year	
transplants @ \$20.00 per M . . . .	\$ 54.40
Freight . . . . .	10.60
Plowing and Fertilizer . . . . .	20.00
Planting 2½ man days @ \$4.00 . . .	10.00
Total Possible Cost . . . . .	\$ 95.00
Int. on \$95.00, 7 years @ 6% . . . .	47.88
Total Cost per Acre . . . . .	\$142.88

Receipts:

(Figuring loss of possible 10% of 2,700.)	
2,448 trees @ \$.30 each . . . . .	\$734.40
Total Cost per Acre . . . . .	142.88
Net return per acre . . . . .	\$591.52
Net return per acre per year . . . . .	84.50

This difference shows the cash profit at the end of 7 years if labor were hired for the first year. Cultivation was figured a small item and done in spare time. Taxes and land interest were not figured in but a good figure was included for possible bank interest.

INTENSIVE CULTIVATION

Another method of more intense cultivation has trees planted three feet apart, using 4,800 to the acre, and cutting alternate trees when branches touch. This gives a crop of table trees from 15 inches up after two or three years, and leaves six foot spacing for the second harvest of four to six foot trees which comes in another three years.

Two foot spacings have been used similarly with over ten thousand trees per acre. Profits are quoted that run up to over \$1,700 an acre during a 9 year period. This deducts cost of stock, but not labor. There is talk of a scarcity of available Balsam Fir for Christmas Trees in New England which may however lead to the eventual use of the Red, White and Norway Spruces.

SELLING

There are fine possibilities in growing trees on farms within easy shipping distance of cities. Forest trees are often of poor shape, and lose needles because of long storage and shipments after cutting. Local trees also conserve forests, as they can be put on the market as needed. Quoting again from the Michigan booklet:

"Prices vary with the locality and other factors. It is reasonable to assume that a tree 4 to 6 feet will bring a wholesale price of 10 to 30 cents, and a tree 6 to 8 feet tall 30 to 40 cents. Retail prices are somewhat higher, trees 6 feet tall sometimes selling for \$1.00 or more per tree."





## WATERSHED PROTECTION

**T**REES should be used to protect the lands within a great radius of an intake station, to save them from erosion, pollution and spasmodic supply. Where such rightful condemnation of watershed land has been made, the trees will also provide an additional source of income for the water district or company. Many of the best systems have now accomplished this.

Interest among water users will lead in time to full protection of all watershed sources of supply.

### PLANTING

TREES are spaced the same as for reforestation except where soil erosion is anticipated, in which case four by four spacing is often advised.

*Splendid Watershed development near Portland, Maine. This photograph was taken within a few feet of the one at the top of the page but eighty years after it.*





# THE SPRUCES

## WHITE SPRUCE (*Picea glauca*)

Considered one of North America's finest conifers, perfectly hardy and adaptable it is fast growing in the forest and a shapely compact pyramid when growing alone.

The glaucous variety deserves its popularity because of a pleasing whitish-green color, often approaching the blueness of the Colorado Spruce.

It will stand low ground better than any other spruce; to be happiest, it requires a cool, moist, well drained soil, where it may grow to 60 and 70 feet and retain its branches close to the ground for a great many years. Makes valuable pulpwood and timber. Much planted for Christmas trees, tall hedges or wind screens; bears shearing well.



WHITE SPRUCE



NORWAY SPRUCE

## NORWAY SPRUCE (*Picea excelsa*)

The fastest growing spruce, though perhaps not as well adapted to this country as the native spruces. It forms the quickest windbreaks and hedges, looking fine for its first twenty up to even fifty years in a fairly moist soil.

For these reasons it has been much planted for Christmas trees and for ornaments on the shady sides of a house. It forms a vigorous dark green conical tree with pendulous branchlets suspended from the stout main branches.

In timber lots it can be planted in the shade of other trees. It may reach 60, 70 and even 90 feet, depending upon the nature of the soil.





**ENGELMANN SPRUCE**

## **ENGLEMANN SPRUCE**

A tree of singular beauty with green to steel-blue coloring that with all its other good qualities may make it as well known as Colorado Spruce. Branches are well arranged in regular circles near together, graduating upward in a fine pyramidal outline.

Resembles white spruce but has shorter, more pliant needles; likes a clay loam; will maintain its lower branches for forty to fifty years, a fine comparison with any other spruce. Does well in a northern exposure and thrives best in a clay loam. Use it as a single specimen or in groups of other spruces for color blendings, with other kinds of evergreen foliage, for effective contrasts in texture and color.

## **COLORADO BLUE SPRUCE**

**(*Picea pungens*)**

One of the most popularly planted conifers today. A beautiful dense cone of blue to blue-green foliage. Is much used for specimen trees, in the center of lawns. An unusual and highly beautiful new use would be a hedge all of blue spruces. It should be about as beautiful in its way as anything conceivable; the range of shades possible in 20 or 100 of these trees equalling that of a pastel box within that restricted range of one central color which is found most harmonious by artists.

A rich soil or one well prepared beforehand is the secret of bringing out more of the blueness in these trees, and enough water at times seemingly adds to the color.



**COLORADO BLUE SPRUCE**









# SEED READY FOR IMMEDIATE DELIVERY

JANUARY 1, 1936

TESTED NATIVE NORTHERN NEW ENGLAND TREE SEED WITH CERTIFIED ORIGIN DATA

PLEASE ORDER BY LOT NUMBER

7964-7565-136-200

SPECIES	LOT NO.	LBS. ON HAND	ORIGIN			PURITY %	GERMINATIVE ENERGY			PRICES	
			MEAN TEMP. JUNE-SEPT.	APPROX. ALT. IN FEET	* COLLECTED FROM		%	IN NO. DAYS	DATE OF TEST	PER LB.	
BALSAM FIR (Abies balsamea) No artificial heat used in extraction	C	<del>820</del> 710 <sup>1</sup> / <sub>2</sub>	61-62°F.	1000-1200	N. N. H.	95	40.5	<del>30</del> 40	<del>1/1/36</del> 1/14/37	\$1.00	
RED SPRUCE (Picea rubra)	C	14	61-62°F.	1000-1200	N. N. H.	92.3	67	30	1/1/36	\$2.00	
<del>HEMLOCK</del> ( <del>Tsuga canadensis</del> )	<del>C</del>	<del>38</del>	<del>61-62°F.</del>	<del>600-800</del>	<del>Ce. W. Me.</del>	<del>94.1</del> <del>Cutting Test</del>			<del>1/12/35</del>	<del>\$6.00</del>	
PITCH PINE (Pinus rigida)	34	5	62-64°F.	300-500	Ce. N. H.	98	68	30	1/1/36	\$4.00	
RED SPRUCE (Picea rubra)	7	<del>110</del> 88	58-60°F.	0-100	N. E. Me.	95	<del>77</del> 80	30	<del>1/1/36</del> 1/14/37	\$2.00	
	8	<del>1000</del> 990	60-61°F.	812-1260	N. E. N. H.	96	58	30	1/1/36	\$2.00	
<del>WHITE PINE</del> ( <del>Pinus strobus</del> )	<del>15</del>	<del>120</del>	<del>63-65</del>	<del>200-250</del>	<del>Ce. Me.</del>	<del>90</del>	<del>73</del>	<del>30</del>	<del>1/1/36</del>	<del>\$1.25</del>	

Prices are F. O. B. Berlin, New Hampshire.

No orders accepted under one-half pound.

All orders are subject to prior sales.

We do not guarantee in any way the productiveness of our seed.

TERMS: CASH, 30 DAYS

(SPECIAL QUOTATIONS ON ORDERS OVER 25 POUNDS)

## \* LEGEND:

NOTE: N. N. H. (Northern New Hampshire)  
Ce. N. H. (Central New Hampshire)  
Ce. W. N. (Central Western N. H.)

BY: Jacobsen Method.

N. E. N. H. (Northeastern New Hampshire)  
N. E. Me. (Northeastern Maine)  
Ce. Me. (Central Maine)







## RED SPRUCE

(*Picea rubra*)

A forest tree of great economic importance. Seldom found used as an ornamental because not nearly as attractive as White Spruce or the Norway Spruces which it resembles in color. Has red-brown bark, short slender branches and grows to 100 feet tall. Distributed from Canada to high mountain peaks of North Carolina.



RED SPRUCE

## AMERICAN ARBORVITAE OR WHITE CEDAR

(*Thuja occidentalis*)

One of the best known and loved of all the evergreens, this is the "Tree of Life" of New England tradition. Many fine old specimens may be found there today in



WHITE CEDAR

healthy dense protective hedges and as tall accents about the garden and the house.

Usual form is a slim pyramid; clipping will train it into nearly any form for formal gardens. Variations are common, some fifty varieties having been developed.

Arborvitae is hardy as far as northern Canada, thriving in nearly any situation or soil though it does best in the full sun.

The foliage is like a pattern of lace, so flat that it might have been pressed, yet the sprays have a rare tendency to reach vertically toward the sky. They have a most pleasing aromatic odor. Color is a fresh bright green except in winter when it becomes browned by wind or sun unless protected.

White Cedar hedges are much used by market gardeners at Irondequoit, New York to protect early vegetables and flowers from the wind. The wood is valuable for posts, poles and shingles.



# THE PINES



AUSTRIAN PINE

## AUSTRIAN PINE (*Pinus nigra*)

Native to Europe and as far as western Asia, this hard pine is proving hardily adapted to this country though still rare enough in cultivation here. Leaves so dark green that they look black give this pine its second name. Forming a conical head with upper branches ascending, a well developed tree makes a beautiful 60 foot specimen for well over sixty years.

Makes a good windbreak because it grows rapidly and its stout resilient branches withstand cold windy exposures.

Has two needles in common with all hard pines; may be distinguished by its winter buds, which are long, plump, and light, while Red Pines are slender and pointed.

Fine for city use because it withstands dust and smoke. Valuable for windy hill-tops, poor soil or salty sea winds.

## RED PINE—NORWAY PINE (*Pinus resinosa*)

Most important of hard pines because of its adaptability and healthiness, it has abundant massive foliage that makes it highly decorative.

Its first pyramidal growing form gives way later to a broad rounded top. It is long lived. In the forest it grows to 70 feet high in a relatively short time and is about the freest from insect pests. Makes valuable timber on a poor soil, sand or gravel.

Notable for its red bark and dark green foliage. Has long needles in pairs, slender pointed winter buds, stout branches bearing soft clusters of needles thickest at the terminals giving the tree a free sweeping outline.



RED PINE—NORWAY PINE



## **SCOTCH PINE**

**(*Pinus sylvestris*)**

Absolutely hardy; succeeding on hill-sides and at the seashore, it thrives best in a cool, gravelly subsoil that is well drained. It tends always toward the picturesque rather than to regular shapes, and is prized for this rugged effect by landscape men. Blends with a rugged coastline or hilltop, gives good contrast to other evergreens in a group.

Will reach 60 feet in height, with rough cracked brown-yellow bark; has short, pungent leaves of light green.



**SCOTCH PINE**



**MUGHO PINE**

## **MUGHO PINE**

**(*Pinus Mugo*)**

Believed by many to be the best low rounded form of tree known, since its origin in the highest of mountain timber belts made it naturally extremely hardy, low, dense and tenacious of life in all soils except very wet; likes sun and is tolerant of shade.

It contributes an important part to good landscape work, at corners of walks and drives, in front of other evergreen plantings, beneath windows or as a low border or hedge; valuable in rock gardens.

Specimens have various forms, all interesting and rounded; may be kept as small as desired by shearing; sends out small bright new shoots in the spring that look like tiny birthday candles.



# THE FIRS

*Similar to the Spruces, their foliage being longer and softer, their growth slower.*



WHITE FIR

## WHITE FIR (*Abies concolor*)

A splendid ornamental with long soft flat silvery leaves sometimes a sea green, sometimes a deep blue. It retains its growth down to the ground in a dense even cone. Growth is medium to fast, depending upon conditions; it will grow in any soil but flourishes best in a moist well drained soil such as might be found near the base of a slope.

White Fir is hardy and should withstand partial shade, heat, cold or drouth if necessary.

## BALSAM FIR (*Abies balsamea*)

Rapid growing tree with deep green glossy foliage, lighter on the underside, that is much used for Christmas trees because of

its delightful fragrance. A globule of balsam can be found at the tip of each twig.

The needles are shorter than most evergreens, are flat and lay horizontal with the twig, giving the tree an open appearance. Does best in cool moist places perhaps in a border with other evergreens of contrasting color.

## DOUGLAS FIR (*Pseudotsuga taxifolia*)

Gaining fast in popularity because of its great beauty. Its hardiness and adaptability to varying soils and climate is shown in its wide natural range from Canada to New Mexico. It grows quite rapidly in moist well drained soil to a height of 35 feet in 26 years and often reaches 60 feet.

Usual coloring is a dark green but varia-



BALSAM FIR



tions range from rich yellow-green up to a glaucous blue. Branches are whorled or circled on the stem but not in the regular circles of spruce or other firs, also differs by having horizontal branches dip in the center and turning up at the end. The name *pseudotsuga* implies "like hemlock" or false hemlock, and it has been called about thirty varietal names from the "Red Fir" of lumbermen to Douglas Spruce.

On the lawn edge it forms a distinctive pyramid holding its density through the years. While young it forms a good dense hedge and may be held to size by shearing twice a year.

## HEMLOCK (*Tsuga Canadensis*)

Used ornamentally it gives some of the most pleasing effects by contrast that are usable. The branches sweep the ground, rising in an irregular spire that has a soft hazy effect especially in a breeze. It shows its most delightful contrast of colors in the spring.

Hemlock likes rich moist soil and the partial shelter of other trees or a house during part of the day's sun or wind.



HEMLOCK



DOUGLAS FIR

Attains 70 and occasionally 100 feet in height; young branchlets yellowish-brown, leaves dark green and obscurely grooved above, with 2 whitish bands beneath,  $\frac{1}{4}$  to  $\frac{2}{3}$  inch long; cones ovoid,  $\frac{1}{2}$  to  $\frac{3}{4}$  inch long.

## SIBERIAN LARCH (*Larix sibirica*)

A tree that grows with a foliage much different from other conifers. Short light-green leaves  $\frac{1}{2}$  inch long give it a feathery appearance. Rather short ascending branches on a straight slender stem that sometimes reaches 120 feet in height. Branches are yellow colored, bark is regularly scored in a rather pretty pattern. Sheds its leaves in the fall; it is one of the first trees to show new foliage in the spring.

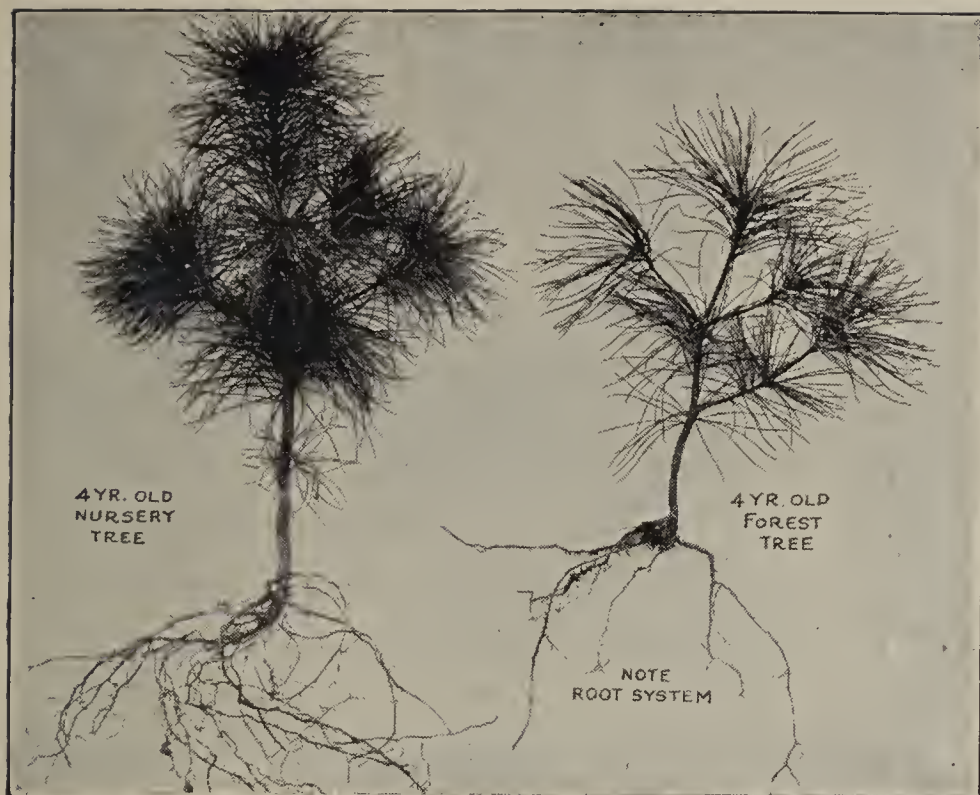


# Helpful Guide to Proper Tree Selection

Look down the left hand column and select your conditions to be filled. Circle the crosses on that line, and order the variety that has the most circles in its column.

	Arborvitae (White Cedar) ( <i>Thuja occidentalis</i> )	Austrian Pine ( <i>Pinus nigra</i> )	Balsam Fir ( <i>Abies balsamea</i> )	Colorado Blue Spruce ( <i>Picea pungens</i> )	Concolor Fir ( <i>Abies concolor</i> )	Douglas Fir ( <i>Pseudotsuga taxifolia</i> )	Engelman Spruce ( <i>Picea engelmanni</i> )	Hemlock ( <i>Tsuga canadensis</i> )	Juniper ( <i>Juniperus communis</i> )	Jack Pine ( <i>Pinus banksiana</i> )	Mugho Pine ( <i>Pinus montana</i> )	Norway Spruce ( <i>Picea excelsa</i> )	Red Pine ( <i>Pinus resinosa</i> )	Red Spruce ( <i>Picea rubra</i> )	Scotch Pine ( <i>Pinus sylvestris</i> )	White Pine ( <i>Pinus strobus</i> )	White Spruce ( <i>Picea glauca</i> )
<b>Purpose</b>																	
Forest Planting.....						X								X	X	X	X
Christmas Trees.....			X		X	X						X		X		X	X
Watershed.....						X						X	X	X	X	X	X
Ornamental.....	X	X	X	X	X	X	X	X			X	X	X			X	X
Hedges.....	X					X									X	X	X
Wind Breaks and Snow Fences.....										X		X				X	X
<b>Soils</b>																	
Dry, Sandy.....						X			X	X	X	X	X	X	X	X	X
Moist or Sandy Loam.....						X	X			X	X	X	X	X	X	X	X
Moist Loam or Clay Loam.....	X		X		X	X	X			X	X	X	X	X	X	X	X
Shallow Soil.....						X	X	X	X						X		
Well Drained Clay Loam—Gravel Subsoil	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
<b>Shade</b>																	
Dense.....	X	X					X	X								X	X
Partial.....	X	X	X	X	X	X		X			X	X	X		X	X	X
Full Light.....	X	X	X	X	X	X			X	X	X	X	X	X	X		X
<b>Temperature</b>																	
Hot, Dry.....									X		X	X	X	X	X	X	X
Severe Cold.....	X	X		X	X				X	X	X	X	X	X	X	X	X
<b>Seashore (Wind and Salt Air)</b>	X										X		X		X		
<b>Low Growing</b>									X		X						
<b>Attractive to Birds</b>								X							X		
<b>Bluish Color</b>				X			X										





## COMPARE THESE ILLUSTRATIONS

**M**ANY people do not appreciate the difference between a nursery-grown tree and one that is forest-grown. These illustrations are from actual photographs. The tree at the left, a White Pine, was grown at the Brown Company, Cupsuptic Nursery and is exactly the same age as the tree on the right, which is a four year old forest-grown product. Note the difference in size and particularly the root system. Proof enough that nursery-grown trees are superior.

## CARE IN SEED SELECTION

**W**E believe that the careful selection of seeds is fundamental and necessary for the successful propagation of trees, therefore, we use native Northern New England seed, carefully selected and extracted at our own Seed Extracting Plant in Berlin, N. H.

For other species not native to the Northern New England Region, we use utmost care in selecting seed.



## USE EVERGREENS IN YOUR ROCK GARDEN

**L**ITTLE trees in miniature add a fascinating touch. This photograph shows a very small section of a rock garden with its dwarf Mugho Pine about eight inches in height. Many rock gardens would also benefit by a background of little evergreens such as are available in our special combination offers.



# CARE OF STOCK UPON ARRIVAL

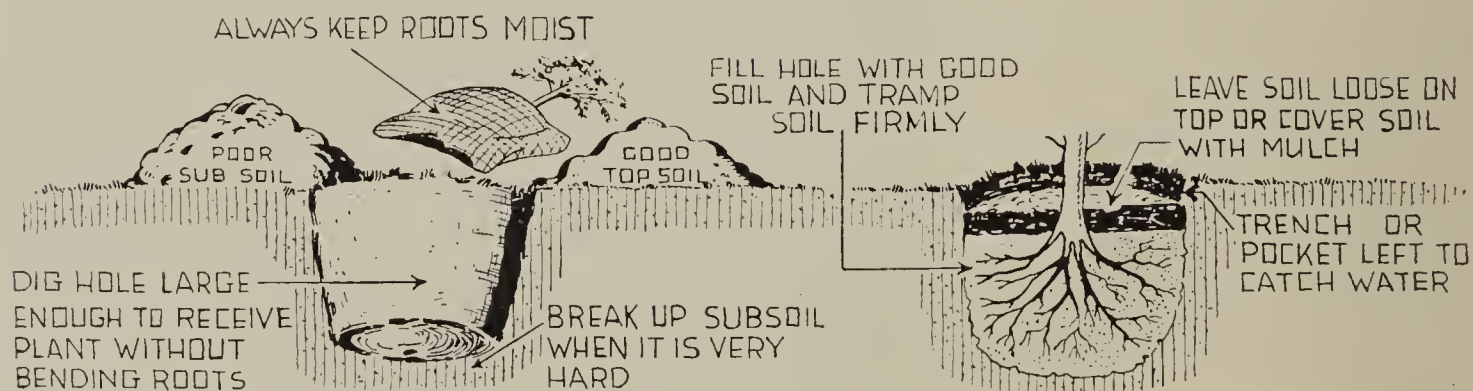
**T**REES should be promptly unpacked upon arrival. If they are not to be set out at once they should be heeled-in. Dig a trench of sufficient depth to accommodate the roots in an upright position without crowding. In this position, cover the roots with dirt, packing it firmly. Keep the roots moist at all times, and when heeling-in, be sure not to crowd the trees or branches. To facilitate handling, the trees should be left in bundles until needed for planting. Trees should be heeled-in in a place where they will be protected from sun and drying winds.

An old shed without a floor is an ideal place for heeling-in. If this is not available, a shady place in the open well pro-



tected can be used. Trees can often be kept in good condition for two or three weeks by this method. The sooner, however, that trees can be planted the better, as heeling-in retards their growth somewhat.

Too much emphasis cannot be placed on keeping the roots of conifers constantly protected. In every step of handling, the roots should be kept moist and at no time should they be allowed to become dry.



## WHEN BALLED AND BURLAPPED

**W**HEN balled and burlapped, if the ball of earth appears hard and dry upon arrival, soak it in a tub of water for half an hour before planting. Leave the burlap firmly tied around the ball of earth during the soaking process so the earth will not fall away from the roots. After planting in hole, cut the strings, but do not remove the burlap. The burlap will soon decay and act as fertilizer.





## CULTIVATION

**K**EEP the ground well cultivated around newly planted trees, especially in a dry season, as this conserves moisture, pre-

vents weeds and improves the appearance of the grounds.

## WINTER CARE

**A**LITTLE work in the fall is the means of saving many a tree from frost heaving. Mulch well as far around as the branches extend, and about eight inches deep. Hold in place with board or rocks if light. Mice might nest in straw but do not in a mulch of evergreen branches;

manure and peat moss are good.

Some varieties of conifers that are not considered hardy in exposed locations may be protected with a screen of burlap around the tree. This prevents the dried out burned foliage sometimes noticed after a winter of hot sun and high winds.

## INSECTS AND DISEASES

**C**OMPARED with shrubs and fruit trees, Evergreens enjoy a far greater freedom from insect pests, often going for years without trouble of any kind.

Nearly all of the foliage feeders, such as caterpillars, bag worms and gipsy moth may be controlled by spraying with arsenate of lead when first noticed—a half pound in ten gallons of water. When White Pine weevil

kills the tips they need to be removed and burned.

Scale insects and aphids are prevented by a three per cent miscible oil or petroleum soap. Inspect the trees for small white scales, pineapples or white woolly messes in May or June and spray if necessary.

Red Spider comes with hot dry weather and is removed by a stiff stream of water or a heavy rain.

## PROPER TIME OF THE YEAR for various evergreen operations

*April*—Remove winter mulch.

*April 15 to June 12*—Transplanting and shipping period for our climate.

*Early Summer*—Prune new growth now if you wish to retard growth.

*Late Summer*—Prune after buds harden if you wish to strengthen growth.

*September 1 to November 1*—Fall transplanting and shipping period for our trees.

*October*—Soak ground with water and mulch trees well.

Orders for trees may be placed at any time during the year, but to insure delivery order as much in advance of shipping month as possible. All orders are subject to prior sales.

We are in a position to grow stock for future delivery, and will be pleased to consider in detail your future requirements.

## DEVELOPING A NEW LEADER

**S**OME trees are designed to look most beautiful with one single top leader. If this is broken or bent, tie a thin stick near the top of the tree in a vertical posi-

tion. Then select one of the side branches near the top of the tree and tie it in place firmly, but do not wire it. Leave for several months.



# **BROWN COMPANY**

## **Invites You to Visit**

### **CUPSUPTIC NURSERY**



**I**F you ever visit the famous Rangeley Lake region of Maine, leave the state road at a sign near Oquossoc for a gravel road through five miles of timber lands to a fenced-in little miniature village on the shores of beautiful Cupsuptic Lake.

The nursery's original purpose was to supply a quarter of a million transplants a

year for Brown Company's reforestation work. Recommendation of their sturdy stock later spread through state and private users until now the output capacity is in the millions, and the words Northern Source Trees could be the quality mark of many a nursery. Customers live in nearly every section of the country.

## **OTHER BROWN COMPANY PRODUCTS**

**M**ANY of Brown Company's products are derived from the forest and are mentioned here to illustrate just a few of the uses of wood cellulose in years to come.

Brown Company has large factories at Berlin, New Hampshire and La Tuque, Quebec, which make the following varied products: pulps, papers, electrical conduit,

chemicals, mine pipe, Nibroc paper towels, Onco innersoles, sheathing and roofing materials, mailing tubes, laminated paper cores and fibre cores for paper makers.

Brown Company's pure cellulose pulps may be used in the making of nearly any organic material, from celluloid and explosives to rayon and molded plastics.



# NEW FORESTRY PRODUCTS

*In consequence of related activities and being in a timber country, the following forestry products have been developed and are offered:*

Proprietors of gift shops or departments, roadside or tourist stores may all find these products a good line to handle, and are urged to write to us for wholesale prices.

## **Fresh fir tips for Balsam Fir Pillows.**

### **Pillows with a real cedar odor.**

A new delightful odor that some may enjoy better than balsam.

### **Boxed trees for winter,**

(front door welcomers).

We offer a special little boxed tree for each side of the door. Two or them (18" high bushy spruces) come with two dark green boxes 8 inches high.



### **Potted living trees for gifts.**



### **Decorative cones,** natural and colored.

### **Birch bark.**

### **Northern New England Tree Seed.**

Certified as to origin and tested for quality.



### **Window boxes.**

The first autumn frost that brings wilted flowers to your window box is a good sign to substitute evergreens for those wilted flowers. Small evergreens in boxes will beautify the house from the outside and give cheerful views from the inside all winter long.

A popular assortment of trees for window boxes consists of little spruce trees alternating with white cedars.

If you desire, we can also supply a well made white pine window box painted a dark green.

### **Hearthglow cones for fireplace fires.**

A few thrown on a blazing log will give off fascinating new colors that are not often found in fireplace wood. Treated and painted, long burning, a welcome diversion. Packed in a pretty cellophane covered gift box.



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**T**HIS COVER is one of the many products of Brown Company that are derived from the forest.

It is known as Nibroc Duracel and its great strength is due in part to selected long-fibred spruce stock taken from the Company's own immense reserves in Canada, Maine and New Hampshire.



CUPSUPTIC NURSERY

Oquossoc, Maine